



## **Account Managers – Aberdeen and Dundee**

### **Ricoh, Konica, HP and Canon hardware and software sales**

To strengthen our position as Scotland's leading independent office equipment supplier, and following our recent appointment as Canon's partner across Scotland, we are looking to recruit Account Managers with industry sales experience in Digital Office Equipment.

Our ideal candidates will already live and work in Aberdeen or Dundee and possess an in-depth knowledge of the local area.

You will have experience in selling either Canon, Ricoh, Konica Minolta or HP hardware and software, together with strong network links within the local business community. A high degree of personal integrity and a proven track record in developing new and existing accounts, are essential. You will be able to demonstrate your ability to build relationships and your understanding of a total Document Solutions approach. Experience of Uniflow or other associated software is an advantage.

In return you will have the support of a company with a reputation built upon a passion for customer service and world-class products.

As the major Scottish dealer for Ricoh, Konica Minolta and HP and now also Canon, we work closely with our clients to achieve significant reductions in their operating costs through our managed print services and at the same time, help them to reduce their carbon footprint. The breadth of our market leading products gives our clients and prospects unparalleled choice, supported by our reputation in the industry.

Capital is also a major onshore and offshore installation and service provider. We supply and maintain devices on North Sea assets and vessels operated by many of the leading energy companies. We are the first and only document solutions company in Scotland to have an Advanced Registration with Achilles FPAL, the official supply chain management body set up in support of the European oil & gas industry.

#### **Main Benefits/ Conditions**

- Competitive remuneration package with excellent OTE
- Car allowance or company car and fuel card
- Generous annual leave of 33 days per annum, including public holidays, rising to 36 days after 2 years' service and 38 days after 5 years
- Auto enrolment into the company pension scheme with minimum personal contribution of 3% matched by a maximum company contribution of 3%
- Supplier of the market's top ranked hardware and software brands:
  - Ricoh, Konica Minolta, HP, Canon;
  - Safecom, Equitrac, PaperCut, PCounter
- Excellent in-house device and print solution technical support and training
- Superb showroom facilities across our branches
- An outstanding reputation for sound professional advice, market leading products and highest quality service and support for both the commercial and public sectors in Scotland

We are an ISO 9001 (Quality) and ISO 14001 (Environmental), ISO 27001 (Security) and Cyber Essentials accredited company.

**Our company**

Capital Document Solutions is Scotland's largest independent supplier of top ranked office equipment, print management software and document solutions to the private and public sectors. We are one of only 8 approved suppliers in the Scottish Government Procurement framework.

Our 200+ employees work out of five branches based in Edinburgh, Glasgow, Aberdeen, Dundee, Inverness, with technical support also present in Shetland. Our reputation in the industry is second to none and has been maintained over the years by our highly trained staff. Capital has grown significantly since being established in 1979 and acquired Highland Office Equipment in 2013.

Attitude is as important as the skills that you bring to this role. We aim to grow our business through growing our people and our vision statement is: *to continuously strengthen our business and be proud of all that we are and do*. To be successful in this role we will expect you to demonstrate personal values that match our company culture of integrity, responsibility, care and openness.

If you think you have the potential to excel in this role, send your CV and a covering letter telling us why to:

Beverley Burness  
HR and Operations Manager

[bburness@capital-solutions.co.uk](mailto:bburness@capital-solutions.co.uk)